



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, May 1, 2014 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES APPROVED: 06/05/2014

MEMBERS PRESENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson
Tim Riale, Sussex County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBER ABSENT

Danielle Benson, New Castle County, Professional Member
Tom Burns, Kent County, Professional Member
Tammy Reagan, Sussex County, Professional Member

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Ms. Klimowicz called the meeting to order at 9:30 a.m.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Mr. Doyle, to approve the April 3, 2014 minutes as presented. Motion unanimously carried.

Ms. Williams advised the Committee that 1066 licensees and 90 offices have yet to renew their licenses.

UNFINISHED BUSINESS

Review Correspondence from the Frederick Academy of Real Estate Regarding Previously Tabled Broker's Pre-Licensing Course Provider Application

The Committee reviewed the correspondence from Colin McGowan, the Director of the Frederick Academy of Real Estate. According to the correspondence, "the process for site approval from the Department of Education is that, once a prelicensing course is approved to be offered, we contact them with all the information on the requested site to offer same; and they review the site information and do a physical inspection". The Committee asked the pre-licensing course providers in the audience their procedures for getting approval from the Department of Education. The Committee was advised that both course providers get the approval from the Department of Education, and then apply for course approval from the Commission. This ensures that the course location has been deemed acceptable to the Department of Education.

Ms. Brodoway moved, seconded by Mr. Riale, to deny the course provider application, a location has not been approved by the Department of Education. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Ms. Klimowicz

Ms. Klimowicz advised the Committee that the Commission approved the Committee's recommendations regarding course providers, instructors, and students. The Commission also upheld the Committee's recommendations to suspend Long & Foster Institute of Real Estate's course approvals, for failing to comply with the Education Guidelines.

Review of Course Provider Applications

Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: American School of Real Estate Express, LLC

Course Title: Delaware Core Module 1 – Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Delaware Core Module 2 – Professional Standards **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Delaware Core Module 3 – Real Estate Documents **Approved for Module 7 Only – Not
Module 3 as Requested**
Credit Hours: 3.0
Module: 7

Course Title: Delaware Core Module 4 – Office Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Delaware Core Module 5 – Legislative Issues **Approved**
Credit Hours: 3.0
Module: 5

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Course Title: Delaware Core Module 6 – Practices of Real Estate **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Demystifying Appraisals **Approved**
Credit Hours: 3.0
Module: 7

Course Title: A New Look at Contract Law **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Association of Realtors School
Course Title: Seniors Real Estate Specialist **Approved**
Credit Hours: 6.0
Modules: 6 & 7

Course Title: Seller Representative Specialist (SRS) **Approved**
Credit Hours: 6.0
Modules: 6 & 7

Course Provider: Jack Lingo, Inc., REALTOR
Course Title: Video Marketing for Real Estate **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: OnCourse Learning Corporation dba Career WebSchool
Course Title: Prequalifying Your Buyer in Today's Market **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: The CE Shop, Inc.
Course Title: BPOs: The Agent's Role in the Valuation Process **Approved**
Credit Hours: 6.0
Module: 7

Course Provider: Delaware Association of Realtors
Course Title: Agency & Fair Housing **Denied – Course Outline Does Not Cover Agency**
Credit Hours: 3.0
Module: 1

Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Module: 1

Course Title: Professional Standards **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Legislative Issues **Denied – Course Outline Does Not Contain Enough Detail**
Credit Hours: 3.0
Module: 5

Course Title: Expand Your Market Influence with Low Cost Technologies **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Generational Selling & Social Media **Approved**
Credit Hours: 3.0
Module: 7

Review of Instructor Applications

Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Danielle Benson **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Short Sales & Foreclosures; Listing Strategies; Marketing & Planning; Managing Risk; Property Management; Understanding Negotiations; Navigating Today's Market; Professionalism

Pre-Licensing Course: Orientation; Real Estate Sales

Broker's Course: Brokerage; Real Estate Documents; Ethics

Roberta Jones **Approved for Module 7, Pre-Licensing Math and Broker's Mathematics, Real Estate Investment & Financing Only**

Continuing Education: Continuing Education Module 7 – Contracts; Financing; Negotiating; Short Sales; REOs; Government Loans; Foreclosures; Credit Enhancement; Real Estate Related Topics

Pre-Licensing Course: Real Estate Mathematics; Financing

Broker's Course: Mathematics

Shirley Kalvinsky **Approved**

Continuing Education: Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Business Planning; Road to Success; Financing

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Mark Randolph **Approved**

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Financing; Mathematics

Bruce Plummer **Approved**

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – The RE Agent's Disclosure Duties; GRI 101 – Planning & Developing a RE Business; GRI 301 – Working with Buyers & Sellers; GRI 501 – Professional Development

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Ethics; Legal & Governmental Aspects of Real

Estate; Real Estate Investment; Mathematics

Review of Student Requests for Approval of Continuing Education

Mr. Doyle moved, seconded by Ms. Woerner, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Celestine Matthews
Course Title: Procuring Cause & Conflict Resolution **Approved**
Course Provider: Century 21 Gold Key Realty
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Yvonne Tsavalas
Course Title: Understanding the Agreement of Sale **Denied – Did Not Submit Instructor Resume or Course Outline**
Course Provider: New Castle County Board of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Jason Wilson
Course Title: Understanding the Agreement of Sale **Approved**
Course Provider: Ward & Taylor, LLC.
Credit Hours: 3.0
Requesting Approval for Module: 7

Review Corrected Evaluations and Updated Company Procedures from Long and Foster Institute of Real Estate Pertaining to Continuing Education

The Committee reviewed the corrected course evaluation and the policies and procedures from Long and Foster Institute of Real Estate in regard to continuing education. Mr. Doyle moved, seconded by Mr. Riale, to lift the suspension of the course provider approval. Motion unanimously carried.

CORRESPONDENCE

Review Correspondence from the Delaware School of Real Estate Pertaining to Real Estate School Recruiting/Sharing Class Lists

The Committee reviewed the correspondence from the Delaware School of Real Estate, and invited Mr. Sedita to address the Committee. Mr. Sedita informed the Committee that he is concerned that some pre-licensing schools are not following the regulations in regard to recruiting. He provided the Committee with a copy of Long and Foster Institute of Real Estate's pre-licensing course material. Mr. Sedita inquired about the following:

- Can a real estate school have language in their promotional materials such as the attached?

The Education Committee determined that a real estate school cannot have such language in their promotional materials.

- Can a real estate company have a career seminar before or after a class specifically for the students?

The Committee determined that a real estate company may not have a career seminar before or after class specifically for the students.

- Can a real estate broker solicit students and call them aside after a class exam and discuss an affiliation?

The Committee determined that a broker cannot solicit students, and call them aside after a class to discuss affiliation.

What is the requirement of schools to share their lists of students willing to be contacted by brokers?

Mr. Sedita was advised that Rule 8.7 addresses this, as schools must supply the recruiting roster within seven days after receiving a request from a broker.

The Committee discussed their concerns regarding the potential of brokers/schools recruiting during pre-licensing classes. Mr. Doyle moved, seconded by Mr. Riale to send a cease and desist letter to Long and Foster Institute of Real Estate, and to include a copy of their flyer. Motion unanimously carried.

Mr. Doyle moved, seconded by Mr. Rushe, to draft a letter to all pre-licensing schools addressing specific concerns that have recently been brought to the Committee's attention, and reminding them of their concerns. Motion unanimously carried.

Ms. Kelly will draft the letter to Long and Foster Institute of Real Estate for the Commission to review during their May 8, 2014 meeting.

PUBLIC COMMENT

There was no public comment.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams advised the Committee that the Commission will be holding their deliberations on the public hearings during their May 8, 2014 meeting. Ms. Kelly will request that the Commission make the regulations retroactive as of April 30, 2014.

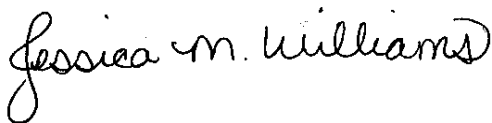
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, June 5, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Doyle moved, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:07 a.m.

Respectfully submitted,



Jessica M. Williams
Administrative Specialist II